

Company Update

Altai at Oil & Gas Indonesia 2019

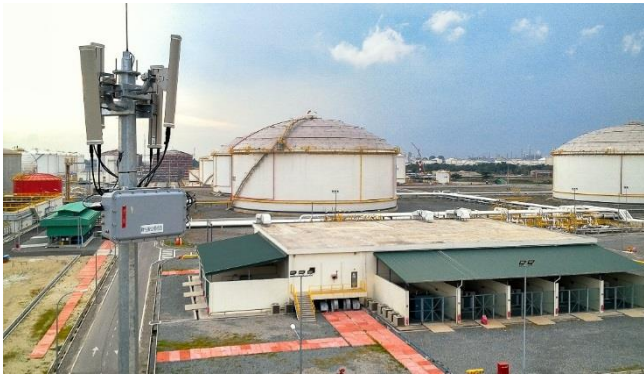
Oil & Gas Indonesia is one of the largest events that focus on Oil and Gas Exploration, Production and Refining and showcases the largest exhibition of petroleum equipment in Indonesia. The event attracts representatives from various oil & gas companies among Southeast Asia gathered in the same hall to explore business opportunities and future development of the industry.

This year, Altai participated in this event held between 18 – 21 September and showcased their Super WiFi solutions for the oil & gas industry. Altai has implemented a very successful deployment in Malaysia for a large-scale oil & gas terminal; the case has been highlighted among various success stories of Altai and gained attention of many visitors. Many oil & gas companies were interested in Altai's technologies and expect to have collaborations with Altai in the near future.



Altai's Wireless Solution for Oil & Gas Industry in Malaysia

Altai has entered Malaysian oil & gas market with a successful deployment in the Phase 2 of Pengerang Terminals (PT2SB). PT2SB is a significant construction to support the world scale PETRONAS Refinery and Petrochemicals Integrated Development project (RAPID). To keep



up with the industry's development and the world trend, the investors have decided to move forward to automation. For such purpose, Altai's has been selected to design and deploy a wireless network using its Super WiFi solution.

PT2SB expressed that Altai's products have been selected due to its capability to meet PT2SB's stringent requirements whilst other competitors cannot. With the smart antenna technology, Altai's products can cover a much larger area than any normal AP in the market. As a result, Altai's solution helps greatly in reducing the total cost of ownership (TCO).

In the deployment for PT2SB, with only 35 units of APs, Altai Super WiFi is able to provide full Wi-Fi coverage that spread across the entire deep-water jetty of 2km long and 4km wide as well as the in-land tank farm storage area.

PT2SB's IT Manager expressed that the performance of Altai's products has perfectly match what they expected. They are fully satisfied by the solution provided by Altai and will adopt Altai solutions for future deployment of wireless applications.

Altai's Deployment in Dinosaurs Theme Park

The Dinosaurs Park is a very popular amusement park in Changzhou, China. It has been in operation since 2000 and is currently the largest dinosaurs theme park in the world. Altai's master distributor in China, Nodes has been approached by the theme park to deploy Altai's products for the park's sightseeing ride to resolve the instability issue during roaming. After a series of trials, the park finally decided to adopt a proposal using 4 units of A3-Ei for a large area coverage. After deployment, Altai's APs have resolved the roaming stability issue and the park was fully satisfied by the result provided by Altai.



Altai Introduced New Antenna in Certification Program in Mérida

A certification training has been conducted in Mérida, Mexico by Altai's Latin American pre-sales in September together with Altai's long-term master distributor in Mexico, Syscom, for our resellers and customers in Yucatán Peninsula.

During the training program, Altai has introduced its new member of the antenna portfolio, 2.4GHz 10dBi dual polarization omni antenna. This new antenna is especially designed for the Mexican market and is



recommended to be used with one of the best sellers in Mexico, C1xn. With this new antenna, C1xn's coverage can be maximized in the most cost-effective way.

Altai and Weilong's Collaboration on Waveguide Solution

Altai has been working with Ningbo Weilong Transmission Machinery on the development of specialized communication solutions utilizing their waveguide technology. Weilong has more than 20 years' experience in manufacturing power transmission products including mechanical transmission and electric transmission.



Altai believes that combining the technologies of both companies can provide an effective waveguide communications solution which is especially critical for container ports automation. In order to discuss in depth of the development progress and to exchange further knowledge, Altai's Senior Vice President of Sales & Marketing

and Director of Product Management paid a visit to the head office of Weilong in Ningbo last week. The discussion between the two companies was very fruitful and the two companies will work more closer in the near future to better improve their collaborated solutions for automated port operation.

Upcoming Events

Digital Device & Innovation Expo 2019

Date: 14 – 16 October 2019

Venue: Bangabandhu International Conference Centre, Dhaka, Bangladesh

Website: <https://ddiexpo.com/>



Expomineria Mexico 2019

Date: 22 – 25 October 2019

Venue: Imperial World, Acapulco, Mexico

Website: https://www.expomineria.mx/Index_e.html



Futurecom 2019

Date: 28 – 31 October 2019

Venue: Sao Paulo Expo, Brazil

Website: <https://www.futurecom.com.br/en/home.html>

